Fence Industry

TRADE NEWS

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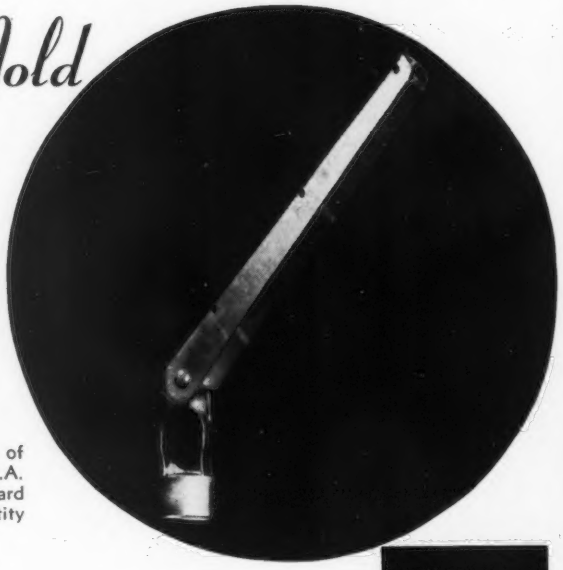

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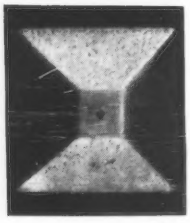

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Vol. 3
No. 7

Fence Industry
TRADE NEWS

JULY
1960

The Journal of all Fencing and Erecting

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Top Rail Sprinkler System — **Cover**

This unique approach to chain link fencing is not recommended as a regular thing, but for midsummer diversion it's fine. Nevertheless, John Monahan, custodian at the Greenlee Elementary School in Denver (Colo.) says Denver schools sometimes use the top rail of such a fence as sprinkler system to water lawns, trees. Photo by Bob Beegle of the Denver Post.

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Closing date for all advertising and editorial matter is the 1st of the month preceding the date of issue. Omissions or errors appearing as a result of receipt of late copy cannot be construed as the fault of the publishers, nor can proofs be furnished on late copy subject to revisions or corrections.

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Editor and Publisher

Paul E. Miller
Features Editor

Rose Kaner
Business Manager

James Patterson
Circulation Manager

Cyril Lee
Advertising Manager

Andrew Levasseur
Production Manager

FENCE INDUSTRY Trade News, July 1960 © Ellison Publications, Inc., (Executive and Editorial office) 127 N. Dearborn Street, Chicago 2, Illinois, U.S.A. Edward H. Ellison, President; R. Ellison, Secretary.

ADVERTISING: Refer all advertising, send all cuts, copy and illustrated material attention Advertising Dept., Fence Industry, Room 1341, 127 N. Dearborn St., Chicago 2, Illinois.—Telephones: RAndolph 6-2119 or 6-2120.

EDITORIAL: Manuscripts, photos, drawings and other materials submitted for editorial consideration are sent at contributors own risk. Return postage should be included otherwise contributed material will not be returned.

CLOSING DATE for advertising for each issue is the first of the month preceding date of issue. DIRECTORY ISSUE: Published annually, closes October 15th, in circulation approx. December 15th.

SUBSCRIPTION RATES: United States, U.S. Possessions and Canada: Single Copy 60¢—One year $5.00—Two years $8.00 (Canada, add 50¢ to annual subscription for special handling.) Foreign: One year $6.50—Payable in U.S. funds.

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Accepted as controlled circulation publication at Pontiac, Illinois . . . P. O. send Form 3579 to FENCE INDUSTRY, 127 N. Dearborn St., Chicago 2, Illinois.

Our Great Disadvantage

EDITORIAL

Sometimes the businessman, in a relatively small economic area such as the fencing industry, becomes too concerned with his own specific business activity. He is inclined to ignore national and international events which may have a very direct bearing even on his small business. Sure, he is aware of the big front-page news like the summit collapse, Eisenhower's curtailed trip to the Far East, and the U-2 spy incident. These, he knows, are manifestations of the cold war. Not quite so apparent, however, is the economic side of the cold war.

Today's world trade dilemma is really three-edged: U.S. products and services competing with those of the Western bloc; the need for encouragement and buying support of foreign Western bloc products by the U.S.; and U.S. products and services competing with the Russian bloc.

So we get imports of barbed wire, steel, chain link fabric, tubing and pipe from the Western bloc—and U.S. fence erectors may buy and use it in preference to the U.S. product. On the other hand, the State Department may wish to encourage exports to certain countries, so it relaxes the restrictions on certain imports—some of which may be the products used in fencing. On top of all this, the Russian bloc may try to sell some of its products to the Western bloc—offering inducements greater than those made by the U.S. This, too, may include fencing materials.

For a long time, now, it has been common knowledge that workers in the U.S. are paid much more than in foreign countries. Perhaps the resolution of the world-trade dilemma lies in that point. Not that U.S. workers need to be paid less than they are now, but that they need not be paid more, necessarily, every year or two. The greatest weakness of the union system must be kept in mind: that it pays *everyone* doing similar work at the same scale, in spite of the fact that some workers are more proficient at their tasks than others. Instances of union men being paid above scale for the quality of their work are rare, with the possible exception of the musicians' union.

This unceasing effort of the U.S. worker to obtain ever higher wages is one to which Roger M. Blough, chairman of the board of the United States Steel Corporation, calls attention in a recent speech. Said Blough:

"Problems—such as foreign competition—left over from the 1950's are neither new nor easy to solve . . . Within view of an American steel fabricating plant in Los Angeles, a building is being erected whose 770-ton steel skeleton is entirely of structural steel fabricated in Great Britain instead of in the western United States. The steel for this building was shipped across the Atlantic, through the Panama Canal, and delivered virtually next door to an American plant in the same business.

"Japanese steelmakers can buy scrap on our west coast —transport it across the wide Pacific to their mills in Japan, and then ship finished steel products back to California shores, and despite all their shipping costs, undersell domestic producers. A major reason why Japan and other foreign steel producers can compete successfully for markets here and overseas is that wages of American steelworkers are from three to seven times those of steelworkers abroad. Total cost of an hour's work, for the average production and maintenance wage employee of our steel producing divisions, rose from 94 cents to $4 from 1940-59.

"We must recognize," concludes Mr. Blough, "that we have not yet found the way to overcome the underlying causes of employment cost inflation—a major factor in our great disadvantage in the race with foreign competition."

HALF CENTURY OF RESEARCH

U.S. Forest Products Laboratory celebrates its golden anniversary. Its director, Dr. Edward G. Locke (right) reads the resolution presented to it by John M. Gurd, in behalf of the American Wood Preservers' Association.

Last month, in Madison, Wis., the U. S. Forest Products Laboratory marked its first half-century of research on wood preservatives and preservative treatments. Seven different forest product industry groups cited the laboratory's contributions with resolutions, scrolls, and plaques. The industry groups taking part in these ceremonies were the American Wood-Preservers' Association, the American Institute of Timber Construction, the American Paper & Pulp Association, the Home Manufacturers Association, the Douglas Fir Plywood Association, the National Lumber Manufacturers Association, the Insulation Board Institute.

The American Wood-Preservers' Association singled out the Laboratory as the world's finest research institution of its kind. The Laboratory's director, Edward G. Locke, was presented with a resolution citing its achievements. J. M. Gurd, president and vice president of Timber Preservers Ltd., made the presentation. The text of the resolution cited the Laboratory's "outstanding, unstinted assistance" to the association and stated that members of AWPA "gratefully acknowledge its Indebtedness" and "extend its best wishes for continued success."

A symposium on forest products research, headed by the University of Wisconsin's president, Conrad A. Elvehjem, included these speakers: Frederick K. Weyerhaeuser, board chairman of the Weyerhaeuser Company; W. E. Difford, executive vice president of the Douglas Fir Plywood Association; Samuel Lenher, vice president of E. I. duPont de Nemours, Inc.

The Department of Agriculture's highest honor, its distinguished service award, was given the Laboratory at its golden anniversary banquet. The principal address at the banquet was given by Ervin L. Peterson, the assistant Secretary of Agriculture, who called for "creative forestry."

Forest Service Chief Richard E. McArdle reviewed past work of the Laboratory. The achievements, he said, match the hopes of the founders as expressed at the dedication in 1910, by the then-Chief Forester, Henry S. Graves.

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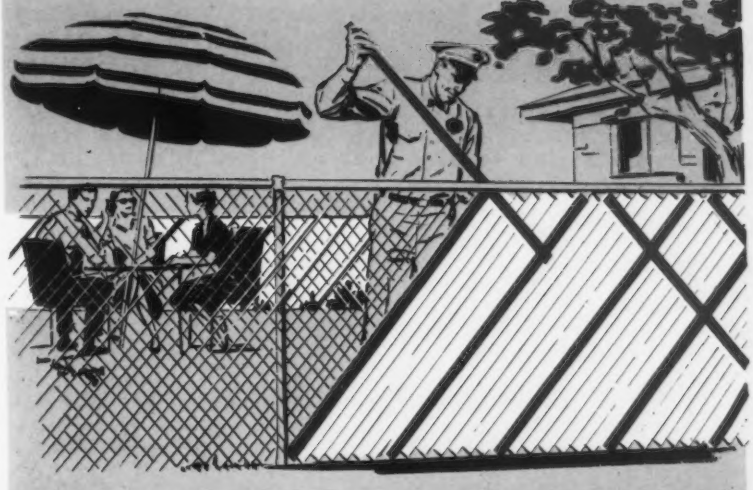

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"This year's business will be the best yet" was the opinion of many fence dealers replying to this magazine's annual survey at the beginning of the year. If it does turn out that way, fence erecting crews will be extraordinarily busy from now on out.

The late start in erecting this year, due to unseasonal weather throughout much of the country, set off this chain of events: dealers were late in placing their orders with suppliers. In turn, suppliers began shipping late, and fence dealers and contractors did not use the full productive capacity of their installation crews until the weather made it feasible—some days later than usual, and in many instances, weeks.

In past weeks, however, tremendous fence activity has been taking place, and is likely to continue well into the summer. In Detroit, for example, there are reports that 1960 business is expected to exceed last year's by about 25 percent. That is because in the Motor City, many homeowners delayed putting up fences last year because the steel strike threatened their jobs. That overdue business is being taken this year.

Suppliers in Detroit bear out this heavy fencing activity. Several suppliers there say they are three weeks behind in filling orders to dealers in the area. According to a number of both suppliers and dealers, the Detroit area is one of the three best towns in the country for chain link fencing. One erecting firm alone buys $50,000 a year in chain link from a local supplier.

From all over the country, however, fence dealers say they are doing an improved business. True, there are plenty of complaints about the "cut-throat" competitive practices. Occasionally a dealer expresses such opinions in vituperative language—which are not for publication, of course. Some dealers have even pointed out that fence prices are down over what they were 10 years ago—the reverse of what is happening in the economy generally. But in spite of this, dealers consistently report their fence business is satisfactory, good, or even strong.

Fencing is an unusually active industry—there can be no doubt of that. New firms are continuing to enter the field. Older ones are strengthening their position, expanding, moving to larger quarters, constructing their own buildings, modernizing. Business moves in the fence field are at the rate of perhaps a hundred a month. Some of these are the "out of business" kind, but most are just the move to a different location—often to obtain needed additional space.

On the minus side of the ledger, there is the fact that housing starts are down, the highway programs are below a year ago, some homebuilding promoters are declaring bankruptcy, and a Senate committee recently cut $200 million from the omnibus housing bill—and the Eisenhower administration wants even more lopped off. Also, the "hard sell," on price alone, is stiffening competition even more.

On the credit side, there are factors at work over and above the much-vaunted population increases. Neither can the fencing boom be explained entirely by the fact that increased leisure time gives people the impetus to look around for something with which to fill that time. It is more than these things, although they are all part of it.

Backyard Living: That phrase explains the "plus" factor. Maybe Americans are reverting to "old-fashioned" ideas. The family circle, neighbors, friends, gathering together for cook-outs, for swimming, for just lying around in the sun. Privacy takes on importance again when the backyard becomes a playground. All this means more and more fence business.

Movement of people from city to suburb augurs well for the fence industry. What happened in the city of Chicago is just one example of the trend: between the 1950 and 1960 census, Chicago lost 100,000. The suburbs gained heavily.

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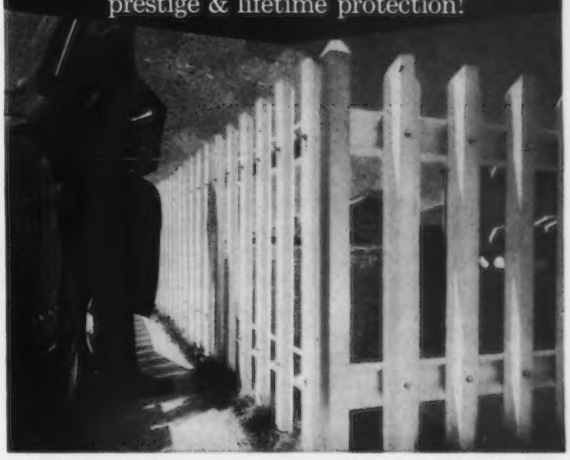

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Joel Hunter

Our Disappearing Dollars: Depreciation Costs Pose Real Dilemma

Accepted accounting principles and income tax regulations have a way of influencing each other—and neither represents a true reflection of what depreciation really is.

By Joel Hunter

(President, Crucible Steel Company of America)

Excerpts from speech delivered to American Iron & Steel Institute.

I venture to say there has never been a time when the American steel industry has given more attention to the reduction of costs of all kinds. Our industry has scheduled $1.6 billion for plant improvement in 1960—second only to the $1.7 billion spent in 1957. According to public reports, little increase in capacity is expected from this spending. The greater part is for the purpose of reducing costs. Steel companies are certainly willing to spend for new equipment; in fact, the problem is to choose the particular things that will bring the most return with the limited capital funds available.

The expected return must be considerably more than the outlay. Your decision today to install a new piece of equipment which costs $1 million results in additional charges to expense for depreciation which will average $40,000 a year for the next 25 years. I would like to talk about property depreciation as an economic fact, because the way we now take it into account is unrealistic, and becoming increasingly so.

Depreciation is important in steel because steel plants cost so much and last so long. Industry sales in recent years range from 80¢ to $1.20 for each dollar of plant investment; 1959 was $1.01. Few other industries are this low. Paper, for example, was $1.40 last year, chemicals $1.51, textiles $2.59, electrical machinery $3.67. Inflation is a very real problem to the steel industry.

The theory of accounting depreciation, as we practice it today, is that the cost in original dollars of the million-dollar property will be allocated to each year's operations over a period of 25 years by successive writeoffs to expense. Theoretically, the next generation will find that at the end of the 25-year period, the original cost of this property has thus been wholly expensed. The company has or should have the $1 million necessary to go out and buy a replacement.

If we can assume, for the moment, that there have been no changes in the art, and that the identical machine bought 25 years ago will be replaced, the management has this problem: The cost of the new machine . . . is not $1 million—but about $2.5 million. But the company has gotten back only its original investment, which is $1 million. If it intends to stay in business, it must come up with $2.5 million, and it is $1.5 million short. It can only come, of course, from retained earnings or from the outside, either borrowing or equity money.

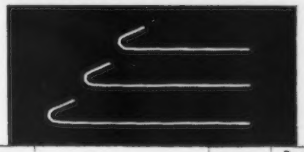
At this point the stockholders are likely to say: "Did the management suddenly lose a million dollars at the end of 25 years of successful operation?"

We have two factors which jeopardize the value of plant investment: the decline in the value of the dollar and technological obsolescence of both plants and processes. They directly affect our plant values, and the annual recognition of depreciation should take both into account. What is to prevent us from writing off our million-dollar property at a faster rate? Suppose we should say to ourselves: "This equipment ought to continue to be the best tool for the job for the next 12 years. It will neither wear out nor be superseded by something better in that time, as best as we can guess." We therefore double the amount of depreciation we write off each year in order to come to zero net property value at the end of 12 instead of 25 years. We might then say that because 12 years later our dollar will be worth only half of what it is now, if history repeats itself, we must provide an additional million dollars through depreciation writeoffs in order to get our money back in terms of spending power. We therefore double the amount again and now have $160,000 instead of the $40,000 annual cost of ownership of this property.

This is fine, but unfortunately we cannot do it—the rules say we cannot. What rules? First of all, income tax rules. It is said with some logic: "Why write off more depreciation if it is not allowed as a deduction for tax purposes?" In theory, the income tax is imposed on net income. In practice, income is very narrowly and strictly defined by Treasury Department rules and a great body of statutory and judicial law. What is income to the Treasury Department is not necessarily income to the economist or to the owner.

MORE—Page 8

ALUMINUM FENCE TIES



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3	.144	For 1-5/8" O.D. TOPRAIL	6-1/4"	38
4	.144	For 2.8# H LINE POST	7-1/4"	34
5	.144	For 2-1/2" O.D. LINE POST	8-1/4"	31
6	.120	For 1-3/8" O.D. TOPRAIL	5-5/8"	63
7	120	For 2" O.D. LINE POST	6-1/2"	56
8	.120	For 1-5/8" O.D. TOPRAIL	6-1/4"	58
9	.120	For 2.8# H LINE POST	7-1/4"	52
10	.120	For 2-1/2" O.D. LINE POST	8-1/4"	46

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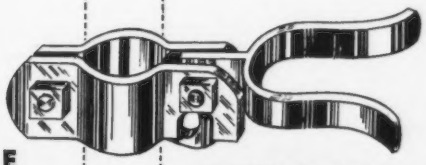

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DISAPPEARING DOLLARS—from Page 6

Aside from the tax collector, there is another influence on depreciation which arises from the fact that most steel company stocks are listed on security exchanges, and the accounts must be audited by certified public accountants, who certify to their annual reports.

Accountants are governed by what is known as "generally accepted accounting principles" in their certification of financial statements. This does not always coincide with the income tax rules. The accounting rules which have been formally stated over a period of 25 years or so are somewhat like the common law. A rule has been issued from time to time to cover particular situations which seemed to require it, but no comprehensive official code exists which is expressive of all generally accepted accounting principles. This may have been a wise approach, but the result has been varied with incomplete coverage of the issues; sometimes fundamental inconsistency seems to result from the application of the rules. A similar comment can be made with respect to all case law, even decisions of our highest tribunal.

Lifo accounting for inventories is a method of matching current cost of inventory replacement against current revenues from sales. It is specifically sanctioned by the rules, and the underlying principle has wide support in the literature and practice. The use of current value dollars instead of historical cost depreciation is also a means of matching current costs with revenues; the identical principle which is the basis of lifo. Yet a specific rule explicitly forbids the use of current value depreciation in excess of cost. For all practical purposes, the rules are given the force of law.

While by no means identical, the rules defining taxable income and accounting rules for determining income have had considerable influence, each upon the other. Generally accepted accounting principles have governed the determination of taxable income in the absence of special laws or regulations to the contrary. On the other hand, lifo and accelerated amortization under Certificates of Necessity are instances where changes in the tax law influenced general accounting in practice, if not in strict theory.

The Government Certificate of Necessity program was a wartime measure designed to encourage the building of industrial plants . . . It is too bad the program came to an end. Less than one-third of our total United States industrial plant is modern, in the sense of being installed since 1950.

The United States is not the only country which has used greater depreciation allowances to stimulate induustrial development. Canada did the same thing and doubled its ingot capacity in 15 years (the U.S. increased its ingot capacity 37 percent in the eight years, 1952-60). If we compare the 19 more industrialized countries of the world with the United States, we find the laws of eight countries permit shorter lives, while seven allow accelerated rates of depreciation above our rates. Ten permit an additional writeoff in the first few years of the life of the property, as an incentive for modernization. In Great Britain, Belgium, Holland, and Sweden, this amount is between 30 and 33-1/3 percent, and in Argentina it is as high as 50 percent. In eight nations, the entire plant was revalued to correct for inflation which had occurred, and in five, depreciation is permitted to exceed cost in the aggregate—without revaluation or above the revalued cost. These numbers do not add up to 19 because most of the 19 countries have more than one of the features I have mentioned. But the facts add up to the sad conclusion that the United States' tax depreciation laws are the most restrictive in the world.

The dollars invested in our plants are disappearing, and we are reporting more income than we actually have, because the tax and accounting rules require it. Reporting more than our economic income is a serious matter. Taxes are greater than they should be, dividends tend to be too high, and there is less available for plant improvement.

Our disappearing dollars are lost to the steel industry and the national economy. Even the Treasury benefits only in the short run . . . It can be proven statistically that, instead of diminishing tax revenues, more liberal depreciation allowances will actually increase them by encouraging the building of new income-producing plant. Any loss in the initial period is more than offset rather quickly by the enlarged tax base.

While I have been speaking particularly about the steel industry, the problem is not ours alone. It affects in some degree every corporation, partnership, and individual that pays income tax and has depreciable property. Small business can be hurt more than big business because small business may have more difficulty in financing property replacements. All business is affected in more or less degree.

There are signs of increasing recognition in Washington of our penny-wise and pound-foolish tax laws.

An economist would say we are not being altogether truthful in our financial statements. Our dollars are disappearing without full recognition of the loss. Should this go on long enough, it would become less a matter of debate, and more an evident and unpalatable truth. There is too much at stake here for this to happen, and I cannot believe it will.

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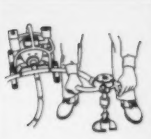

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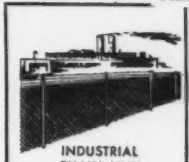

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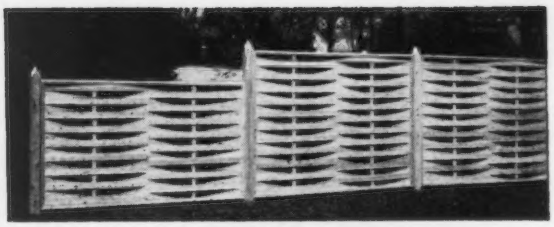

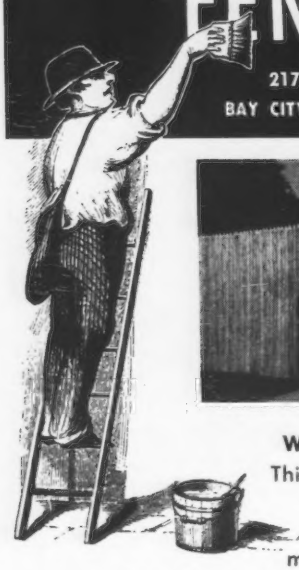

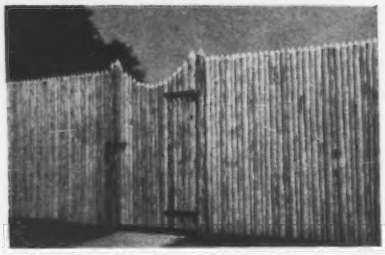

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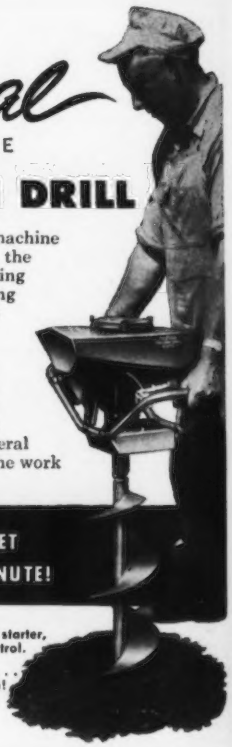

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Provisions for Materials and Installation

BEAM GUARD RAIL SPECIFICATIONS

The requirements of state highway engineers are quite strict and specific on both materials and construction—and this includes guard rail and fencing. Herewith are the verbatim specifications for guard rail as released by the Washington State Highway Commission.

72—1. DESCRIPTION

Beam guard rail complying with the requirements of these specifications shall be constructed in accordance with the standard plan and where indicated on the plans, or where directed by the Engineer.

Beam guard rail shall consist of a single steel plate mounted horizontally on reinforced concrete or wood posts. Terminal sections of rail, as detailed on the plans, shall be installed at both ends of a complete guard rail section unless their omission is authorized by the Engineer.

72—2. MATERIALS

—2.01 Rail Element

The rail element and terminal sections shall consist of 12-gage steel formed into a beam not less than 12 inches wide and 3 inches deep. The rail element and terminal sections shall be formed from open hearth or electric furnace steel. The physical properties of the steel shall conform to the following minimum requirements:

	Rail Element	Terminal Sections
Ultimate tensile strength	70,000 psi	
Yield point strength	50,000 psi	25,000 psi
Elongation in two inches	12 percent	

The rail splices shall have a minimum total ultimate strength of 80,000 pounds at each joint.

The length of sections shall be 12 feet 6 inches, center to center of supports. Rail elements, except terminal sections, shall be spliced at each point by lapping in the direction of traffic.

Terminal sections shall be attached to the ends of each installation and shall be lapped on the face of the rail. Terminal sections shall be sections of rail bent or turned so that the end will be curved away from the roadway as shown on the plans.

The holes in the plate shall be slotted to facilitate erection and to permit expansion and contraction. The edges of the rail shall be rolled or rounded so they will present no sharp edges. Where the rail is on a curve, the plates at the splice shall make contact throughout the area of splice. When the radius of curvature is less than 150 feet the rail shall be shaped in the shop.

—2.01A Inspection

The Contractor shall give ample notice to the Engineer before the rail elements are fabricated in order that inspection may be provided. The Contractor shall arrange for all facilities necessary for the inspection of material and workmanship at the point of fabrication of the rail element, and inspectors shall be allowed free access to the necessary parts of the premises.

The inspector shall have the authority to reject materials or workmanship which do not fulfill the requirements of these specifications. In cases of dispute the Contractor may appeal to the Engineer, whose decision shall be final.

The inspector may accept a mill test report certifying that the steel used in fabricating the rail elements meets the requirements of the specifications. The State reserves the right, however, to require the Contractor to furnish samples of the steel proposed for use and to determine to its satisfaction that the steel meets the specification requirements.

It is the intent of these specifications that the inspection will be performed at the point of fabrication. Plant inspection is intended as a means of facilitating the work and avoiding error. It is expressly understood that inspection at the fabricating plant will not relieve the Contractor from responsibility for material and workmanship meeting the specifications, nor from his obligation to replace material found to be defective in any particular after delivery to the site of the work.

—2.02 Posts

Posts for beam guard rail may be creosote treated wood posts or reinforced concrete posts, whichever kind the Contractor may elect to use, provided however that only one type of post shall be used on any one project. Posts shall be of the dimensions shown on the plans and shall meet the requirements of these specifications.

—2.02A Treated Timber Posts

Timber posts shall be square, eight (8) inches by eight (8) inches S4S and shall conform to the grades specified in Section 54-2.01. The top of the posts shall be chamfered as shown on the plans.

Timber posts shall be pressure treated by the empty cell process to provide a minimum retention of eight (8) pounds of creosote oil per cubic foot of timber in accordance with Section 55-3.02A.

—2.02B Precast Reinforced Concrete Posts

Precast concrete posts shall be round, reinforced concrete posts 8-inch minimum to 9-inch maximum diameter. The post may be tapered from 9-inch diameter at the bottom to 8-inch diameter at the top to allow for vertical stripping of the forms. If a tapered post is furnished, the larger end will be the bottom of the post.

Portland cement and water shall comply with the requirements of the standard specifications for the materials. Aggregates shall meet all requirements of specifications except for grading. The maximum size of aggregate shall be appropriate for the dimension of the post and the combined aggregate shall be well graded from coarse to fine.

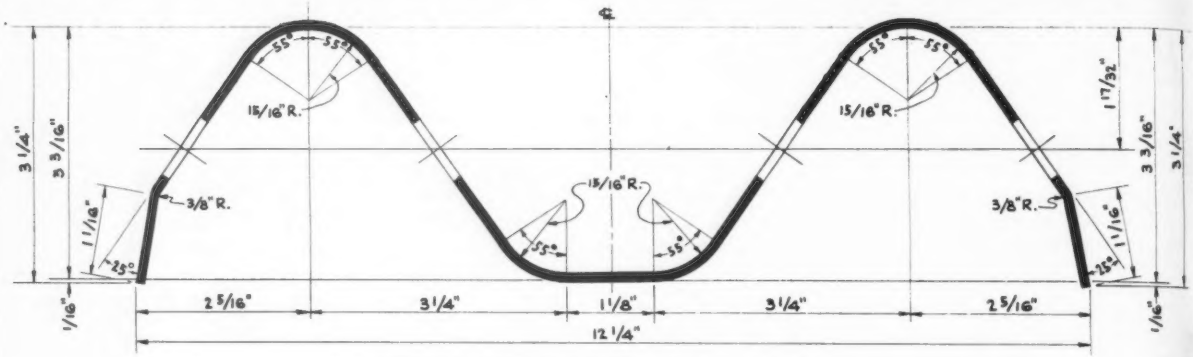
The materials used in the concrete shall develop on test not less than 3500 pounds per square inch compressive strength at the age of 28 days.

Reinforcement shall consist of either one of the following:

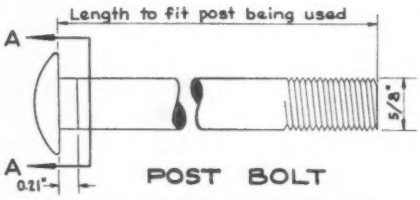
(a) Wire meeting the requirements of ASTM Designation A 82, Cold Drawn Steel Wire for Concrete Reinforcement,

(b) Intermediate grade steel bars, deformed type, meeting the requirements of ASTM Designation A 15, Billet-Steel Bars for Concrete Reinforcement, and ASTM Designation A 305, Minimum Requirements for the Deformation of Deformed Steel Bars for Concrete Reinforcement.

MORE—Page 14

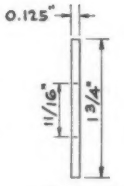


SECTION THRU RAIL ELEMENT



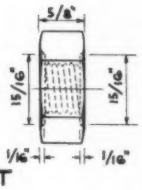
POST BOLT

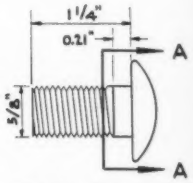
Use same nut as for Rail Plate Bolt



WASHER

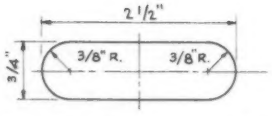
NUT



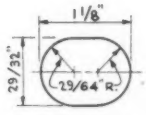


RAIL BOLT

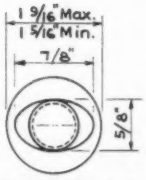
Washer not Required



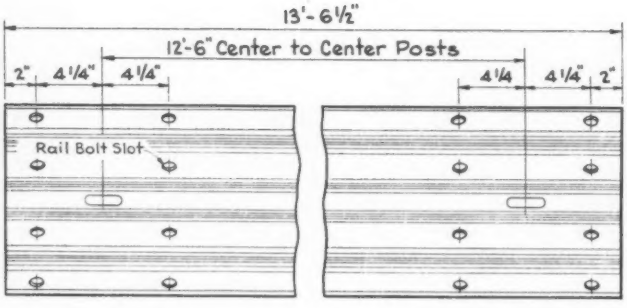
POST BOLT SLOT



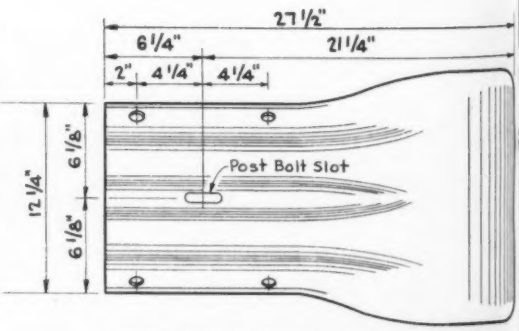
RAIL BOLT SLOT



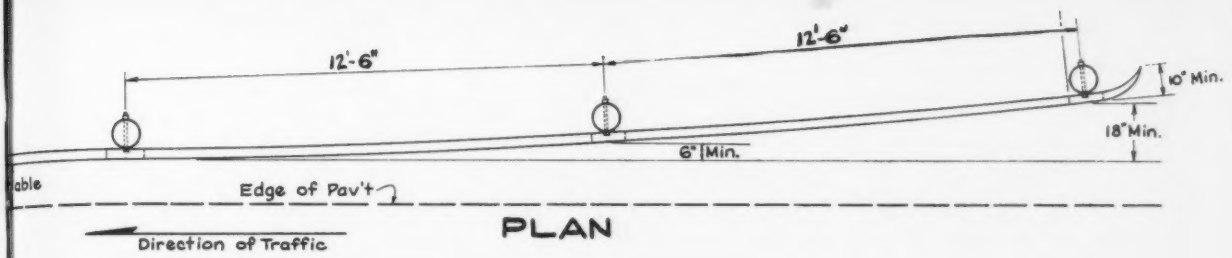
SECTION A-A



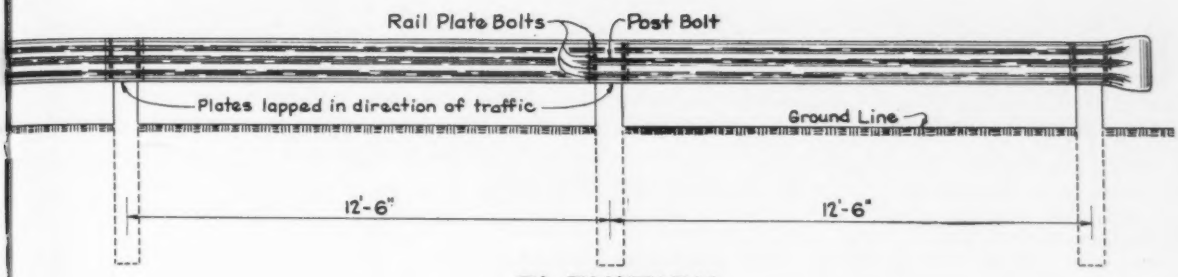
RAIL PLATE DETAIL



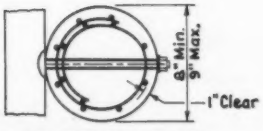
TERMINAL PLATE DETAIL



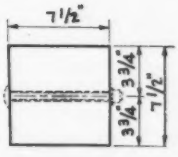
PLAN



ELEVATION



SECTION B-B



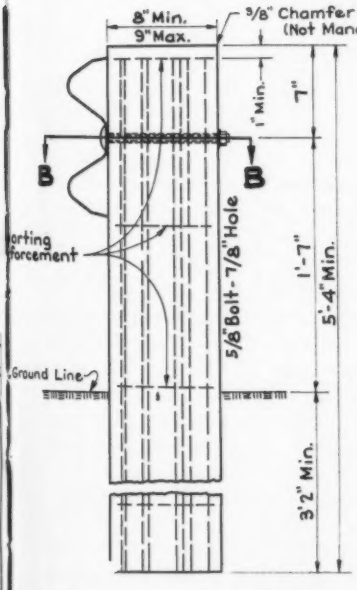
PLAN

NOTES:

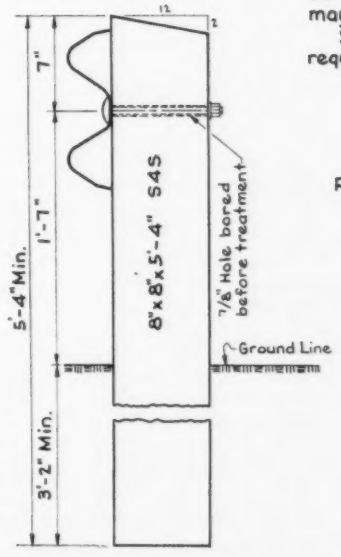
A tolerance of 3 per cent on any dimension of Rail Plate will be allowed.

A screw head rail bolt without shoulder but with the same general dimensions may be used in lieu of the Rail Bolt shown.

See Standard Specifications for further requirements.



ROUND REINFORCED CONCRETE POST



CREOSOTE TREATED TIMBER POST

PAYMENT:

"Beam Guard Rail," per Lin. Ft.

WASHINGTON STATE STANDARD SPECIFICATIONS FOR BEAM GUARD RAIL

Descriptive Text on Pages 11 and 14.

STANDARD

BEAM GUARD RAIL

WASHINGTON STATE HIGHWAY COMMISSION
DEPARTMENT OF HIGHWAYS
OLYMPIA, WASHINGTON

APPROVED: JAN. 25 1957

W. A. Bugge
DIRECTOR OF HIGHWAYS

C-2

BEAM GUARD RAIL—from Page 11

The metal reinforcement in each post shall be spaced and arranged to provide not less than 60 percent nor more than 70 percent of the total cross sectional area of the reinforcement in the one-half of the post which will face the roadway when installed. Except at the bottom of the post, metal reinforcing shall be placed no closer than one inch from the outer surface of the post. When deformed bars are used for reinforcement there shall be not less than two bars on the roadway face of the post. The reinforcement shall be supported in such a manner that the minimum cover of concrete will be secured.

Each post shall be marked by suitable means to identify the center of the heavier reinforced (roadway) face of the post. Centered and tapered bolt holes will be acceptable identification. Tapered holes shall taper from seven eighths (7/8) inch to one and one-eighth (1-1/8) inch in diameter and shall have the larger opening on the roadway face of the post.

—2.02B1 *Finish*: Precast reinforced concrete posts will not be painted. The concrete may be placed in the form and compacted in any manner desired by the manufacturer (tamped, vibrated, spun, etc.) provided the finished post is true in form and shape, is free of fractures, cracks, honeycomb and other serious defects, and meets the requirements for strength. The presence of web after stripping the fresh concrete, or of surface holes up to 1/2-inch in diameter and 3/16-inch in depth, will not be considered defects sufficient for rejection. It is the intent of these specifications to provide a post manufactured in a careful and workmanlike manner with a surface that is reasonably dense and uniform in color, but without the more refined surface finish usually required when the product is to be painted.

—2.02B2 *Strength Requirements*: When subjected to testing as a simple beam of 24-inch span and center loading applied to the lighter reinforced (back) face of the post, the reinforced post, when 28 days old, shall withstand a total load of not less than 30,000 pounds at failure.

—2.02B3 *Testing*: The Contractor shall be obligated to furnish the Engineer without charge for testing purposes, upon request, a minimum of two representative reinforced concrete posts for any one contract or a maximum of one (1) percent of the number of posts specified for any one contract, whichever option the Engineer may determine to be necessary.

—2.03 Galvanizing

Galvanizing of rail plates will not be required. Bolts, nuts and washers shall be galvanized in accordance with the requirements of ASTM Designation A 153, Zinc Coating on Hardware, Iron and Steel.

—2.04 Hardware

Bolts shall be made from commercial bolt stock having a tensile strength of not less than 50,000 pounds per square inch. Washers shall be malleable iron, or shall be cut from medium steel or wrought iron plate.

72.—3. CONSTRUCTION DETAILS

—3.01 Erection of Posts

The posts shall be set to the true line and grade of the highway and spaced as shown on the plans. When the plans require that the ends of a section of guard rail be splayed out, the posts shall be set to accommodate the splaying.

The post holes shall be of sufficient dimensions to allow placement and thorough compaction of selected backfill material completely around the post.

—3.02 Painting

Painting of posts will not be required.

Rail plates shall be painted at the factory with one coat of approved primer. The rail shall be given three coats of paint after erection: i.e., one coat of red lead, Formula A-1-57, or zinc chromate primer, Formula A-2-57; and then two coats of white guard rail paint, Formula D-6-57 on A-1-57 or Formula D-5-57 on A-2-57..

Before applying any paint, the surface shall be thoroughly clean and dry and all loose paint or scale shall be removed. No exterior painting shall be done in wet or freezing weather. Each coat shall be allowed to dry 48 hours before a succeeding coat is applied.

—3.03 Erection of Rail

All metal work shall be fabricated in the shop. No punching, cutting or welding shall be done in the field, except that holes for special details in exceptional cases may be drilled in the field, when approved by the Engineer. The rail shall be erected so that the bolts at expansion joints will be located at the centers of the slotted holes.

Rail plates shall be fastened to the posts with galvanized bolts, washers, and nuts of the size and kind shown on the plans.

All bolts, except where otherwise required at expansion joints, shall be drawn tight. Bolts through expansion joints shall be drawn up as tight as possible without being tight enough to prevent the rail elements from sliding past one another longitudinally. Bolts shall be sufficiently long to extend at least one-fourth (1/4) inch beyond the nuts. Except where required for adjustments, bolts shall not extend more than one-half (1/2) inch beyond the nuts. Bolts through posts of variable thickness shall be cut off one-fourth (1/4) inch beyond the nuts, and burred.

—3.04 Plans

The Contractor shall submit for approval of the Engineer such additional detailed plans and shop drawings of rail punchings, fittings and assemblies as may be required by the Engineer. The Contractor shall cooperate with the Engineer in working out any detail in connection with the guard rail required to complete the work satisfactorily.

72—4. MEASUREMENT

Measurement of beam guard rail shall be by the linear foot measured along the face of the completed guard rail from end to end of terminal sections, or from end to end of rail sections if terminal sections are not installed.

72—5. PAYMENT

Beam guard rail will be paid for at the unit contract price per linear foot for "Beam Guard Rail," which price shall be full compensation for all materials, labor, tools and equipment involved in the furnishing and erecting of the guard rail complete in place as herein specified.

Editor's Note: In previous issues, FENCE INDUSTRY has published specifications for chain link fabric, woven wire fabric, barbed wire, steel fence posts, gates, special fittings, cattle wire, and right of way fencing for the states of Iowa and New York.

Highway Department engineers—at federal, state, and local levels—are cordially invited to submit specifications and drawings for fencing in their locality or state.

The above article, which is the first of several on the state of Washington specifications, continues to give our readers specific information about the state government requirements on fencing.

Here is the display of the Perkins Fence Co., at the Oklahoma State Fair, where prospects are effectively screened.

Fence dealers round up prospects

Promoting at Fairs and Garden Shows

FI's reporter, W. U. McCoy, tells about four Oklahoma City fence dealers who use the state Fair and garden and nursery shows to promote their products and services. They feature displays in collaboration with garden clubs, nursery associations. One firm has had a full-fledged exhibit at the State Fair regularly since 1952.

Summertime is Fair time—state and county fairs, garden club shows, nursery shows, outdoor shows—and some fence dealers around the country utilize them as an effective means of promoting. The value of such promoting is that it is local in its emphasis and concentrated in its specific appeal. As an example of what this kind of public relations did, FI's field reporter interviews four different firms in Oklahoma City. All four did a selling job on fencing at the Oklahoma State Fair, and while only one felt a full individual exhibit paid off, all are enthusiastic about the results of cooperating with a nursery association and with garden clubs.

Perkins Fence Co., 6833 S. Western, Oklahoma City, is a full-fledged exhibitor at the State Fair. Bob Perkins, who also works with garden club promotions, says his firm has been displaying at the fair since 1952, and from a normal attendance, gets from 125 to 150 leads. He has refined his exhibit approach by experience—and makes it pay.

"I start making my calls and running my leads during the fair," Perkins explains, "while the prospect is still in the notion of doing the fencing work. In previous years, we have found that being 30 days late in making the contact meant that many of them already had the work done. Just because they get the idea from your exhibit doesn't mean they'll buy from you. But if you are there soon after getting the lead you have a better chance."

Perkins previously had exhibited on the fair grounds proper, but last year moved inside, to the garden club building. He pointed out that you don't get as much traffic, but you do get the right kind.

In 1956, Perkins had a drawing and gave away cash prizes toward the purchase of a fence. "As a result," he says, "we got 4,500 leads, but we didn't know prospects from contestants. In the last two years, we have screened prospects as we talked to them. We ask them if they would like to have a representative call—and get their name, the date when we may see them. We go overboard on display at the fair, and try to make it the most attractive thing there." Perkins used a 10 x 30 foot display, and estimated the cost at between $700 and $800. Two people were on duty at the exhibit at all times, talking to the visitors.

"You have to have an attractive exhibit," Perkins went on, "one that will bring them in and start them talking. If your exhibit is not good, you don't have a thing. Even though you don't get all of them as prospects, you have a lot of people who comment on the exhibit, and who remember your name—and you get other sales later. We hand out about 5,000 folders, and lots of out-of-town customers tell us they saw our exhibit at the fair."

Another who was pleased with the Fair results was Richard L. Casey, landscape architect for Forest Builders. He designs Italian-type block fences of many colors and designs. Forest had been trying to introduce these blocks for use as masonry block fencing. News papers, radio advertising, and brochures had been tried, with no outstanding results. But a Fair exhibit brought quick responses—as many as 50 phone calls alone.

Casey had gone to the fair grounds to rent an exhibit booth. While there he learned that the other fencing companies in the gar-

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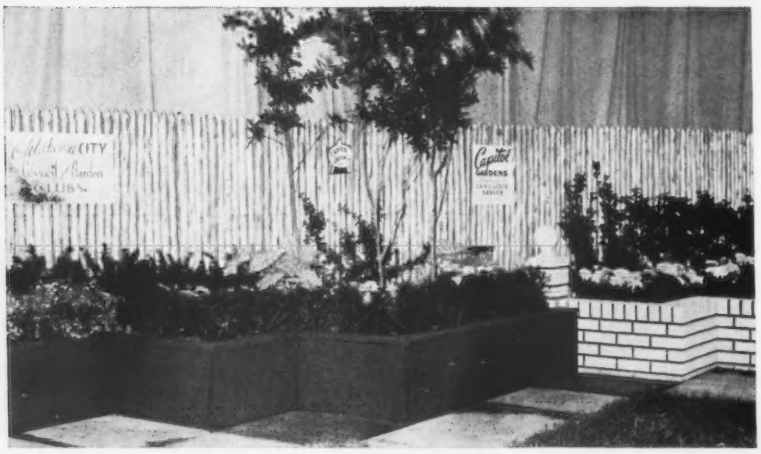
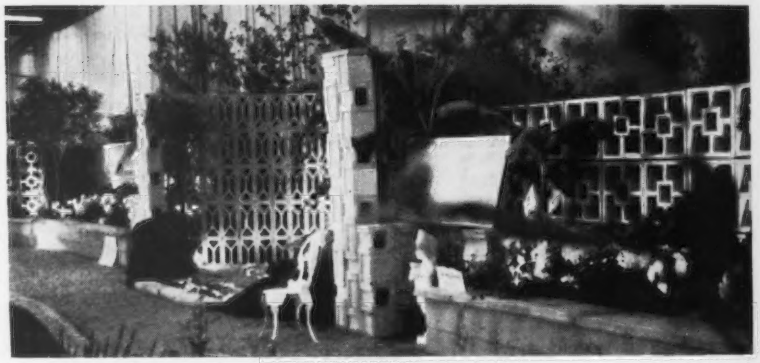


Left, the fence display by Capitol Gardens, which works closely with Oklahoma Council of Garden Clubs in all shows. This puts the fence firm in close contact with 1,700 preferred customers. Garden club people, says the Capitol spokesman, are people who are interested in their yards—and that includes fencing.

Below, middle, the landscape architect for the Forest Builders, Richard L. Casey, designed the Roman-Italian style fence, using 22 tons of blocks. This served as the background for the Oklahoma City Nurseryman's Association exhibit at Fair.

Below, bottom, a Perkins Fence Company background in collaboration with a local garden club. This firm promotes on both fronts: cooperatively with clubs, and independently with an exhibit of their own at the State Fair. See previous page.

PROMOTING FAIRS—From Page 15



den building were to have cooperative landscape exhibits. So he went to the Oklahoma City Nursery Association, showed the blocks, and they were readily accepted as background for the association display. Casey designed a garden using 22 tons of blocks with a water fountain, and the dramatic setting brought a constant stream of visitors and inquiries.

Eight different designs of the 14″ x 8″ blocks are produced, and sometimes two or more designs are incorporated in a fence for varied effects. Blocks are made of Haydite, expanded shale, limestone or terrazzo, poured into molds and made in a special machine. They are said to reflect heat and light, to give ventilation, and to have good acoustical quality—all with little if any maintenance.

Perkins, along with several other fence firms, are strongly in favor of furnishing background fencing and other material for garden club exhibits.

Warren Welch, of Capitol Gardens, 4200 N. May, Oklahoma City, puts it this way: "Garden club members are people who are interested in their yards. They are our *immediate* customers. There are 71 city garden clubs with about 1,700 members. At their individual meetings, they discuss who is helping with their display—and it is discussed more during the actual exhibit." And a high percentage of the Fair visitors to the garden club building are potential customers, it was pointed out.

"We work in all the shows the garden clubs promote," Welch said. "We feel it is profitable." At the Fair, Capitol used a white cedar stockade, the only type fencing stocked, since it is an allied business with them, sold only in connection with landscape work. When another type fence is required, they work hand-in-hand with Perkins Fence. Welch estimated the total cost of labor and materials (in the Oklahoma City Council of Garden Clubs exhibit) at $1,200.

On the other hand, James K. Wampler, of Wampler Fence & Iron Co., 3042 N.W. 39th, Oklahoma City, figured the cost of his firm's exhibit (for the Amaryllis garden club background fencing) was only $25. This was a small, simple white cedar stockade background which Wampler pointed out could be brought back undamaged. Says Wampler: "Word-of-mouth advertising among the club members is good. It creates good will with the women in the clubs."

OBSERVATIONS

Colorado and Minnesota are the focal points in this month's interviews with fence firms by FI's field reporters. Both wood and chain link business is thriving in the Twin Cities, while chain link is strong in both Denver and Colorado Springs.

Chester I. Miller heads the Miller Cedar Company.

Wood fence is new product for Miller

Although the C. I. Miller Cedar Co. has been selling fence posts and utility poles for many years, the manufacture of wood fencing is a relatively new project. It dates back to the fall of 1959; since that time there has been "considerable activity" in fencing, according to Miller; "it's a snowballing business. I think," he goes on, "that fencing will become a much larger part of our business than it is now. We have one decided advantage: we have a large selection of wood to choose from."

Lumber dealers have been the major market for Miller's fence posts. So it is to be expected that they are also a principal outlet for wood fencing, along with fence erectors, nurseries, and landscape designers. So far, Miller's customers have been the carload-lot type. The decision to go into fencing by Miller Cedar was no doubt influenced by the fact that the farm market for fence posts has declined drastically. However, people in metropolitan areas as well as in the country (gentlemen farmers, horse fanciers, etc.) are still buying plenty of posts. "Our post business," says Miller, "has been and still is a bread-and-butter item for us. Hundreds of thousands of posts are sold every year—sometimes averaging four or five carloads daily."

For about 28 years, now, Chester I. Miller has been operating the C. I. Miller Cedar Company out of 355 Rand Tower, Minneapolis 2, Minn. All sales are handled from this office, although the firm's two cedar yards (*not* sales offices) are located in Marinette and Amberg, Wis.

The principal source of the company's business is utility poles. We're essentially pole people," says Miller. "We have been for about a hundred years." The "we" in this case is the Miller family. Chester Miller's father, grandfather, and great-grandfather all were log and wood men. His grandfather's company even owned its own railroad and sawmill. His father's business boasted six or seven logging camps, and it was here that C. I. Miller gained his experience as a buyer and inspector.

The Miller name is widely known and respected in the world of cedar.

Canton Lumber cooperates with dealers

In Minneapolis (Minn.) this spring, a wholesaler of wood fences, Canton Lumber Co. cooperated with several of its dealers in the Twin Cities to help push redwood fence sales. At a home builders show, at which Canton had an exhibit booth, they encouraged Midwest Lumber Co. (one of the dealers) to hand out fliers on redwood fences to the visitors. The fliers bore the Midwest label. The latter company also promotes fence sales with two sample installations on each side of its display yard. These chain link, redwood, and stockade fences are there for customers to study, to measure, and to view. Samplings of patios, including "Filon" fiberglass and redwood louvers, also are shown. Midwest reports that many customers are in the market for L-shaped patios for picnic tables, or additions to the sides of garages—using redwood fences and matching louvers. Another Canton customer, Southtown Lumber Co., made a cooperative mailing of 15,000 fliers promoting redwood fences.

Eugene J. Lentsch (right), president, and Thomas I. La Nasa of Minnesota Fence & Iron Works, Inc., St. Paul chain link dealer.

Big St. Paul chain link erector-distributor

Twelve years ago, fencing installations comprised between 70 and 80 percent of the total gross business of the Minnesota Fence & Iron Works, 240 University Ave., St. Paul 3, Minn. Today, fencing represents approximately 15 percent of the firm's total gross. *But the dollar volume of fencing business has actually doubled.* This is quickly explained by the fact that

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Minnesota Fence has both expanded and diversified during that 12-year period (1948-59).

The company was founded in 1869, as a partnership. Subsequently, it was operated as a proprietorship, as a partnership again, and as a corporation. After incorporation in 1947, it began expanding, and by 1949 was well on its way to diversification. The present president and treasurer of the firm, Eugene J. Lentsch, has been active with company since 1949, and has had controlling interest since 1955.

Minnesota Fence has been a distributor for the Continental Steel Corp. (Kokomo, Ind.) for 20 years. The area covered includes Minnesota, western Wisconsin, the Dakotas, and northern Iowa. Chain link fabric and fittings for Minnesota Fence's installations come from Continental. Pipe for fencing is purchased in mill lots from the Jones & Laughlin Steel Corp.

The installation crews (12-13 men) operate out of the firm's 12,000 square foot warehouse at 1025 Thomas St., also in St. Paul. Gates are fabricated in the 12,000 square foot fabricating area at the University Ave. address. It is here that the company also engages in some of its other activities: the fabrication of strand steel, and the manufacture of steel stairs and railings, as well as architectural metals. Another diversified activity: distributorship for "Cemesto" insulated wall panel.

Lentsch believes that Minnesota Fence is the largest erector of residential fence in St. Paul. In spite of this, however, the bulk of the dollar volume in fencing is industrial, commercial, and municipal. Types of fencing jobs installed include freeways (recently a mile and a half on the "Lyndale" project); cemeteries; sanitary treatment plants; schools; churches; dams; river fronts; residential; temporary fencing for construction work; nikki sites; arsenal work; army; air force. "Name the type," says Lentsch, "and we've done it."

The sales manager in charge of the fencing activity is William Lee, who is responsible for quotas. Top man on the installation crew earns $3.87½ per hour; top erectors make between $7,000 and $8,000 per year. The firm's equipment includes four or five portable diggers; a hoist on a truck, with Y-frame; miscellaneous tools. Ready-mix concrete is used.

At Elcar's construction yard, work trucks are ready for business.

Elcar Fence uses 20 installation crews

Offices in three states, with 17 salesmen; from 14 to 20 installation crews, with a total manpower of from 75 to 100; the selling and erecting of chain link fence and 60 different designs of wood fence—this describes Elecar Fence & Supply Co., 4940 E. Evans Ave., Denver, Colo. Established in 1946, the president and owner of the company is A. M. (Bud) Ellerby; George P. Anderson is manager of sales; Robert Witt is the construction manager.

The firm's construction yard is located at 5010 S. Valley Hi Way, Denver, on the new freeway under construction between Colorado Springs and Cheyenne. The yard is well stocked with trucks, tools, and materials. Here are some of the Elcar specifications on chain link installations: chain link fabric, 11 gauge, 2-inch mesh, galvanized after weaving; tensile strength, 72,000 pounds per square inch; fabric must stand six one-minute immersions in copper sulphate solution to meet the requirements of the Preece test. Line posts: galvanized pipe of 1″ and 5/8″ O.D., spaced on maximum of 10-foot centers. Terminal posts: galvanized pipe of 2″ and 1/2″ O.D. Top rail: galvanized pipe of 1″ and 3/8″ O.D.

Upper left, Pike's Peak overlooks Pikes Peak Fence yard.

Local firm takes its name from Pike's Peak

Five years ago, the Pikes Peak Fence Co. was established in Manitou Springs, Colo., but in seeking out a larger and more centrally located city, the firm soon moved to Colorado Springs, where it is now located at 507 W. Cucharras. Owner Emery Osburn believes it is the city's only locally owned-operated fence company. It sells and installs both chain link and wood. Of all the kinds of wood fencing sold, Emory reports, basketweave is the most popular—made from 1″ x 6″, or 1″ x 4″, on 4″ x 4′ posts of redwood or cedar.

Sales emanating directly from customers account for about half the company's total sales; the other half are derived from the three Pikes Peak salesmen, working on commission in the Colorado Springs vicinity. A four-man installation crew, on salary, erects fence 12 months of the year, according to Emanuel Keeler, the erection crew foreman. He commented on winter difficulties:

"The problem of erecting chain link in winter, of course, is the concrete freezing. We use chloride in the cement—a mixture of one pound of it to five gallons of water, a proportion which we feel is just right. The proportion is important; both too much or too little can spoil the effect."

The company uses two trucks: one carries the cement, posts, fence, and supplies; the other is used for stretching. Pikes Peak suppliers include "Realock" chain link from Colorado Fuel & Iron Corp., Pueblo; Continental Steel Corp., Kokomo, Ind.; and Quaid Wholesale Fence Co., New Orleans, La. Among the large jobs that the company has installed: a $7,000 chain link fence job for the Air Force Academy; and 3,500 lineal feet of seven-foot chain link with three-strand barb, for Woodland Park, a state recreational area.

AWARDS ★ PROJECTS ★ PROPOSALS ★

The information appearing in this issue concerning, awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

ALA—Proj. #1-CH-30(D), plans for construction at University of Alabama, adjacent to city of Tuscaloosa, est. $824,460. Frank A. Rose, Pres.—Proj. #PFL-III-1-145, construction of water system, Killen, est. $124,000. Larry L. Gautney, mayor.—Urban renewal, 104-acre "Central Business District Area No. 1," Birmingham, est. $3,375,000. Harold Harper, Exec. Dir., Housing Authority of the Birmingham Dist., 600 N. 24th St.—Urban renewal, 397-acre "Texas Street," est. $2,000,000. William A. Lubel, Secy., Mobile Urban Renewal Agency, P. O. Box 841. —Proj. #PFL-III-1-141, construction of natural gas distribution system, Scottsboro, est., $1,300,000. John T. Reid, mayor

ALASKA—Proj. #P-3035, plans for additions to existing school building, Nenana, est. $173,200. Robert D. Speck, councilman. —Proj. #P-3034, plans for construction of general hospital, Ketchikan, est., $1,787,100. Robert E. Sharp, city mgr.

ARIZ—Proj. #P-3056, plans for construction of sanitary system, Clarkdale, est., $135,470. M. O. Lindner, Jr. Planning Fund Representative.—Proj. #2-CH-15(D), plans for construction at Arizona State College, Flagstaff, est., $1,000,000. J. Lawrence Walkup, pres.

ARK—Proj. #CH-39(D), plans for construction at University of Arkansas, Fayetteville, est. $1,672,000. E. J. Pomfret, Secy.—Proj. #PFL-147, plans for construction of water facilities, North Crossett, est., $419,000. Thomas J. Norsworthy, Chmn., Crossett.

CALIF—Proj. #P-3428-29, plans for construction of two high schools, Merced Union High School District, Merced, est. $566,650 and $560,000. Clair A. Hopkins, Dist. Supt. —Proj. #PFL-64, plans for construction of water supply system, Delhi, est., $125,000. Leroy Taylor, member of Bd. Dir.—Urban Renewal "Noche Buena" project, Seaside, est. net cost, $974,400. J. Hugh Turner, Executive Dir., Redevelopment Agency, 668 Williams Ave.

CONN—Proj. #CH-11(DS), plans for construction at St. Joseph College, West Hartford, est., $1,200,000. Sister Mary Theodore, pres.

FLA—Proj. #P-3069, plans for construction of sanitary system, Key Colony Beach, est., $317,880. Arthur Stirrat, vice-mayor.

GA—Proj. #CH-26(D), plans for construction at Young Harris College, Young Harris, est., $500,000. Dr. C. R. Clegg, pres.—Urban Renewal, Atlanta, "University Center" project, est. net cost, $7,806,043; "Rockdale" project, est. net cost, $3,718,536. M. B. Satterfield, Executive Dir., Housing Authority, 824 Hurt Bldg.

IDAHO—Proj. #P-3021, plans for construction of sanitary facilities, Mountain Home, est., $350,000. Charles Freeman, mayor.—Award, to James Reed, Salt Lake City, for wire fence, steel gates, and other construction, by Idaho Dept. Highways. Bid costs: 8,700 lin. ft. wire fence, type "1-B", $3,480; 1,800 lin. ft. wire fence, type "3-B", $900; 2,400 lin. ft. wire fence, type "3-B" modified, $1,440; 8-12' steel gates, type 2, $480, 2-14' steel gates, type 2, $140, total construction bid cost, $100,504.

IND—Urban Renewal, 258-acre "LaSalle School" project, Mishawaka, est. net cost, $1,565,645. Frederick G. Cecchi, Director-Secretary, Redevelopment Commission, City Hall.—Urban Renewal, 367-acre "Indiana Harbor" project, East Chicago, est. $14,627,679. Thomas S. Bunsa, Exec. Secy., East Chicago Redevelopment Comm., 607 National Bank Bldg.

KAN—Proj. #P-3020, plans for improvements to existing sanitary system, Salina, est., $1,434,650. Don C. McCune, mayor.—Proj. #P-3018, plans for construction of storm drainage facilities, Atchison, est., $769,000. William R. Yerkes, city mgr.—Proj. #P-3021, plans for construction of drainage facilities, Lawrence, est., $905,000. Harold E. Horn, city manager.—Proj. #P-3022, plans for improvements to sanitary facilities, $79,000. F. A. McEvoy, mayor.—Urban Renewal, 70-acre "Downtown" project, Atchison, est. net cost, $2,682,093. Karl Root, Executive Dir., Urban Renewal Agency, City Hall.

KY—Proj. #CH-38(D), plans for construction at Murray State College, Murray, est., $800,000. Dr. R. H. Woods, pres.— Proj. #15-CH-36(DS), plans for construction at University of Kentucky, Lexington, est., $1,225,000. Dr. Frank G. Dickey, pres.

MASS—Proj. #19-CH-45(H), construction at Sturdy Memorial Hospital, Attleboro, est., $482,000. A. O. Davidsen, Dir., 211 Park St.—Proj. #CH-50(D), construction at Eastern Nazarene College, Quincy, est., $500,000. Paul E. Wells, Bus. Mgr.

MICH—Proj. #CH-44(D), plans for construction at University of Detroit, Detroit, est., $860,000. David E. Meir, Treas.—Letting, Oct. 5, 1960, Int. 94, Lower Peninsula, Inkster Rd. to Wayne Rd., 4.5 miles, fencing, by Michigan State Highway Dept.—Letting, Jul. 6, 1,486 lin. ft. steel beam guard rail and numerous other highway construction items, by Mich. State Hwy. Dept., on M-60 and U. S. 112 from Squaw Creek easterly to Galien, Berrien County.—Letting, Jul. 6, by same, 80 lin. rds. temporary fence, 190 lin. rds. woven wire fence (wood posts) and 3,498 lin. rds. woven wire fence (steel posts), 3,688 rds. steel barbed wire, and numerous other highway construction items, on U. S. 16 from U. S. 31 southeasterly, Muskegon County.

MISS—Proj. #22-CH-15(D), construction at Jackson State College, Jackson, est. $400,000. Dr. Jacob L. Reddix, pres.—Proj. #P-3020, plans for improvements to existing water and sanitary systems, Yazoo City, est., $1,610,000. J. H. Pepper, Supt. Public wks.

MO—Proj. #CH-57(S), plans for construction at Central Missouri State College, Warrensburg, est., $1,045,000. Warren C. Lovinger, Pres.—Proj. #CH-58(D), plans for construction at Mayville College of the Sacred Heart, St. Louis, est., $986,000. Mother Marjory Erskine, Pres.

MONT—Proj. #CH-26(D), plans for construction at Northern Montana College, Havre, est., $350,000. L. O. Brockmann, pres.—Proj. #CH-25(DS), plans for construction at Eastern Montana College of Education, Billings, est., $2,400,000. Dr. Herbert L. Steele, pres.

N. H.—Award, by N. H. Dept. Public Wks. & Hwys., to M. DeMatteo Const. Co., Quincy, Mass., for construction work on Interstate 89, including 700 lin. ft. stock wire fence (galv. posts), $350; 60 lin. ft. stock wire fence brace panels, $63; 1,100 lin. ft. resetting railing or fencing, $814; total bid, $1,055,419.—Award, to DeMatteo, for construction work on Interstate 93, including 4,900 lin. ft. 3-cable guard rail, $8,330; total bid, $579,353.

N. J.—Proj. #28-CH-21(DS), plans for construction at Rutgers University, New Brunswick, est., $3,000,000. Dr. Kenneth R. Erfft, vice pres.—Proj. #P-3100, plans for construction of storm drainage system, Camden, est., $1,037,000. Frank C. Italiano, Dir. Public Wks.

N. Y.—Proj. #P-3056, plans for construction of new junior-senior high school, Herkimer County, est., $1,649,400. Leo Foss, Pres. Bd. Education, West Canada Valley Central School Dist. Nos. 2, Newport.—Proj. #P-3064, plans for construction of Municipal Building and firehouse, Sloatsburg, est., $125,050. John F. McAlevey, mayor.—Proj. #CH-119(H), plans for construction at Long Island College Hospital, Brooklyn, est., $736,000. William K. Klein, Dir., 340 Henry St.

N. C.—Urban Renewal, 33-acre "Redevelopment Section No. 1," Charlotte, est., $1,432,006. Vernon L. Sawyer, Executive Dir., Redevelopment Commission.—Proj. #P-3023, plans for construction of sanitary system, Garner, est., $702,250. G. Earl Weaver, mayor.

OHIO—Proj. #33-P-3037, plans for construction of sanitary system, South Amherst, est., $536,500. Jack Walker, mayor.—Urban Renewal, "Erieview" and "University-Euclid" projects, Cleveland, est., $20,000,000. James M. Lister, Dir., Dept. Urban Renewal and Housing, City Hall.

ORE—Proj. #P-3056, plans for additional sanitary facilities, Eagle Point, est., $170,000. Carl Rowe, Pres., Tillamook People's plans for construction of hydroelectric facilities, Tillamook County, est., $12,560,000. Carl Rowe, Pres. Tillamook People's Utility Dist. 906 Main St., Tillamook.

PA—Proj. #CH-103(DS), plans for construction at Geneva College, Beaver Falls, est., $655,000. Paul C. Reynolds, Dir. Public Relations. —Proj. #CH-113(D), plans for construction at Juanita College, Huntingdon, est., $475,000. John T. Fike, Treas.

R. I.—Proj. #P-3016, plans for construction of water supply system, Portsmouth, est., $1,565,400. Thomas H. Levesque.

S. C.—Proj. #PFL-170, plans for construction of new water system, Hickory Grove, est., $62,000. John L. Gaddy, mayor.

TEX—Proj. #CH-109(S), plans for construction at Texas Technological College, Lubbock, est., $1,238,992. M. L. Pennington, vice pres.—Proj. #41-CH-102(D), plans for construction at Wiley College, Marshall, est., $300,000.

UTAH—Proj. #P-3016, plans for construction of 2-million gallon water reservoir, Tooele, est., $250,000. James A. Bevan, mayor.

VT—Proj. #P-3039, plans for construction of sanitary facilities, Rutland, est., $1,122,400. Dan J. Healy, mayor.

WASH—Proj. #P-3082, plans for construction of new bridge across Cowlitz River, Castle Rock, est., $471,000. Chas. S. Nordstrom, Chmn., Bd. County Commissioners.—Awards, by Wash. State Hwy. Comm. to Osberg Construction Co., Seattle, cost, $788,711, which includes fencing, in Snohomish; and to P. J. Anderson & Sons, Seattle, cost, $763,639, which includes fencing, Pioneer Rock.

INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM TO THE News Notices Editor . . . for publication.

Anchor markets aluminum chain link

A JOINT ANNOUNCEMENT has just been made by Anchor Post Products Co., 6500 Eastern Ave., Baltimore, Md., and Reynolds Metals Co., Richmond 18, Va., that a new line of aluminum chain link fencing is being test-marketed in seven Eastern cities—Boston, Albany and Buffalo, N.Y., Richmond and Norfolk, Va., and Washington, D.C.

Anchor Post Products will manufacture and market the fencing, made of Reynolds aluminum, designed especially for residential use. Although Anchor has been making aluminum chain link fence for industrial, commercial, and highway applications for several years, the new chain link is the first residential fence made of aluminum ever sold by Anchor. All components of the new fence are made of aluminum.

The announcement was made by C. W. Burton, president of Anchor Post Products, and J. R. Quinn, director of architectural and construction sales for Reynolds Metals Co. Burton commented: "The aluminum fencing offers a long life of beauty and protection and is therefore ideally suited for backyard, property, and play enclosure areas."

Expansion for instrument company

DAVID WHITE INSTRUMENT DIV., Realist Inc., has moved its general offices to a new administration building at N 93 W 16288 Megal Dr., Menomonee Falls, Wis., a suburb of Milwaukee. This is the second new structure in the company's expansion program, having recently moved its manufacturing facilities to a new plant in Berlin, Wis.

Half-million miles of fencing

THE PRESIDENT of Knapp Wire Fence Co., 1744 E. 30th St., Cleveland, Ohio, Spencer Knapp, reports that in the firm's 47 years in the business, it has erected more than a half-million miles of fencing.

New fence firm in Maine

A NEW CEDAR FENCE FIRM, Reliable Cedar Products, headed by Arthur Simmons of Norwell, Mass., began operations last month in Houlton, Maine. The new Aroostock County firm will manufacture rustic cedar fences, and later on, other cedar products, in the former Atlas Plywood Mill, containing 13,000 square feet of production space. Cedar will be purchased year-round in the Houlton area, and warehoused there.

Guard rail folder

A FIVE PAGE FOLDER on its line of "Safeway" steel beam highway guard rail has just been issued by the Anderson Tank & Mfg. Co., North Dort Highway, Flint, Mich. The firm also has an office in Milwaukee, Wis. The folder pictures and describes the line, with photos of actual installations.

MORE NEWS—Pages 3, 22, 23

New sales record for Nichols Wire

ACCORDING TO A REPORT just released by the Nichols Wire & Aluminum Co., 1725 Rockingham Rd., Davenport, Ia., sales of aluminum chain link fence are at new record heights. James D. Case of the Nichols Company pointed out that maintenance-cost conscious public utilities and industries were the first to switch to rust-free aluminum chain link fence. "Later," said Case, "the federal highway program gave it added impetus when it placed the maintenance burden almost solely on the states, thereby creating a demand for aluminum chain link fence along super highways."

Other manufacturers of aluminum chain link fence and accessories echoed the enthusiasm of Nichols. For example, Frank Cuttino of the Anchor Fence Division of Anchor Post Products Co., Baltimore, Md., one of the nation's top producers of fence materials, stated that a tremendous market exists for this product, which was virtually unheard of until 10 years ago.

The industry itself estimates that (1) sales of aluminum chain link fence have soared 10,000 percent in eight years; and (2) that well over 20 million pounds of aluminum will be used this year in the production of aluminum chain link fabric, barbed wire, ties, posts, and accessories. Case remarked that "if this were all fabricated into 36" high, nine-gauge, two-inch mesh aluminum chain link fence, it would more than reach around the world

Catalog on welding equipment

A WELDING EQUIPMENT CATALOG (gas-shielded metal-arc) is available from Air Reduction Sales Co., 150 E. 42nd St., New York 17, N. Y.

Iron & Steel Institute meeting

AT THE 68TH GENERAL MEETING of the American Iron & Steel Institute, 150 E. 42nd St., New York 17, N. Y. the Board of Directors of the Institute elected the following officers for the ensuing year: Benjamin F. Fairless, president; Max D. Howell, executive vice president; William M. Akin, Arthur B. Homer, and C. M. White, vice presidents, George S. Rose, vice president and secretary; Charles M. Parker, vice president—research and technology; E. O. Sommer, Jr., treasurer; Leo Teplow, assistant vice president; F. A. Coombs, assistant secretary. Three new honorary vice presidents were elected: R. L. Gray of Armco Steel Corp., H. G. Hilton, and J. L. Mauthe. The latter two recently resigned from the Board of Directors and were replaced by A. S. Glossbrenner, president of Youngstown Sheet & Tube Co., and V. W. Scully, president of The Steel Co. of Canada, Ltd.

Calendar of conventions

CONVENTIONS COMING UP: American Road Builders Association, Atlanta Biltmore Hotel, Atlanta, Ga., Sep. 19-21, 1960. Annual Hardware Show, The Coliseum, New York, N. Y., Oct. 10-14, 1960. National Retail Lumber Dealers Association, in San Francisco, Nov. 13-16, 1960. American Road Builders Association, Chalfonte-Haddon Hall, Atlantic City, N. J., Mar. 5-8, 1961.

Fence Fabricators buy up business

SAGINAW WELDING SUPPLY CO., 426 S. Washington, Saginaw, Mich., is no longer handling fencing. It sold its portion of the fence business to Fence Fabricators, 1818 Cooper, also in Saginaw.

One of longest (1300 feet) straight-line cypress basketweave fences in all of Florida.

When a subdivision developer wanted a fence to shield his division from a busy street, Flamingo Fence Co., 6315—34th St., N., Pinellas Park, Fla., was right on the job. The installation pictured above was the result. Some idea of the length of the basketweave fence can be gained by noting how it extends into far upper left corner of photo. Flamingo Fence was one of the firms covered in this magazines "Observations" in the June issue. Harry B. Jordan, Jr., the firm's owner, says wood fences comprise the bulk of the business, and attractive displays of wood fences are a feature of the company's outdoor display space.

RED GIANT TIMBER

from the GIANTS of the REDWOODS...

Here's the fence that sells itself for you! It's more-for-your-money fencing, manufactured by Red Giant Timber, a nation-wide, well-established organization, recognized for premium quality. All parts precision pre-cut from "Clear and Select" or better C.R.A. grades of Redwood heartwood, smoothly finished, with nails and aluminum caps included. Cut labor costs, increase profits, and be assured of customer satisfaction with RED GIANT PRE-CUT REDWOOD FENCES. Basket-weave style with thick, heavy timbers, or favorite San Juan style as shown . . . special designs on request. Orders shipped promptly.

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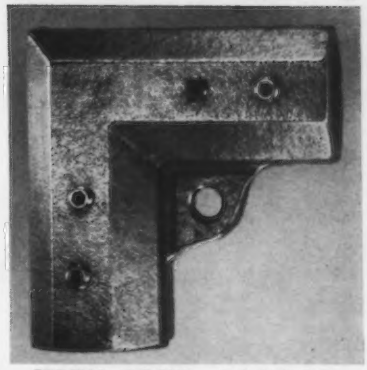
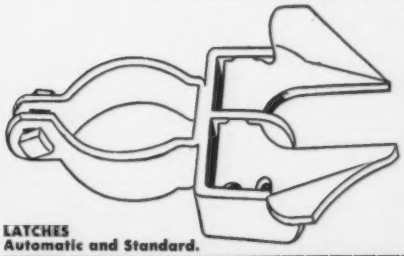


SPECIAL ELBOW—1-3/8" O.D.

CHAIN-LINK WIRE
RAIL—POST—FITTINGS

ALL TOP QUALITY
HOT DIPPED GALVANIZED



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Gate Scrolls.
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Fence Signs.
Nameplates.
Ornaments.
Gate Clips.
Gate Tools.
Drop Rods.
Hinges, etc.

LATCHES
Automatic and Standard.

TENSION BANDS

14 gauge x ¾" hot dipped galvanized
Prices are with nuts & bolts

1-3/8"	O.D.	$5.55
1-5/8"	O.D.	5.55
2"	O.D.	5.95
2-1/2"	O.D.	6.20
3"	O.D.	7.30
4"	O.D.	13.65
6-5/8"	O.D.	28.50

BRACE BANDS

12 gauge x ¾" hot dipped galvanized
Prices are with nuts & bolts

1-3/8"	O.D.	$6.20
1-5/8"	O.D.	6.20
2"	O.D.	6.55
2-1/2"	O.D.	7.20
3"	O.D.	7.90
4"	O.D.	17.70
6-5/8"	O.D.	35.25

Ideal Auger
DESIGNED for Greater Value!

Hardened Replaceable Cutters
WINDUP STARTER
3 HP BRIGGS & STRATTON 4 CYCLE ENGINE
New Planetary Gear Box and Centrifugal Clutch provides Smooth, Powerful Operation.
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AUGER BITS
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THE HOTTEST BRAND IN RUSTIC FENCE . . . .

EARLY AMERICAN FENCE COMPANY
ESCANABA 2, MICHIGAN

Items – Short and Pertinent . . .

More News on Pages 3, 20, 23

Personal items of interest

ROBERT E. DUNN, formerly with Security Chain Link Fence Co., Philadelphia, is now associated with Reynolds Metals Co., 19 E. 47th St., New York 17, N. Y.

RAY J. GOETTING has filed papers for a new business to be known as the Kalamzoo Fence Co., 549 Washington St., Kalamzoo, Mich.

THE ROTADRILL DIVISION of Schramm, Inc., 900 E. Virginia Ave., West Chester, Pa., has appointed John R. Mills as sales manager.

B. C. RUSSELL, salesman, formerly with Cyclone Fence Dept., U.S. Steel Corp., 48 Coolidge Ave., West Caldwell, N.J., is now associated with Reynolds Metals Co., Wrigley Bldg., Chicago 11, Ill.

Special offer by Kagan-Dixon

KAGAN-DIXON WIRE CORP., 600 Blair Rd., Rahway, N.J., is making a special midseason offering on aluminum chain link fence ties and utility wire. For example, .144" diameter wire, shank length 5-5/8" for 1-3/8" O.D. top rail, 100 ties per bag, 42 bags per carton, are priced as follows: one to three cartons, $33.30 each; four to 11 cartons, $31.64 each; 12 cartons or more, $29.97 each. Another example, .120" diameter wire, shank length 8¼", for 2½" O.D. line post, 100 ties per bag, 46 bags per carton, are priced as follows: one to three cartons, $35.65 each; four to 11 cartons, $33.87 each; 12 cartons or more, $32.09 each.

On the tie wire, here is an example: #9 gauge, .105" diameter, 50 pounds per coil, 2,450 feet per coil, the price per pound is 58¢ in 100 pound lots; 57¢ in 200; 54¢ in 300; 53¢ in 500; 51¢ in 1,000; and 50¢ in 2,000 pound lots. Sizes can be combined to obtain quantity.

California highway contracts awarded

THE DIVISION OF HIGHWAYS, State of California, recently awarded the following highway contracts which included fencing. Two awards were made to The Colorado Fuel & Iron Corp., Pacific Coast Division, P.O. Box 727, San Leandro, Calif., as follows: in Plumas County, at Chester Maintenance Sta., and Crescent Mills Maintenance Sta., construction of a chain link fence, bid item cost, $5,795; in Trinity County, at Hayfork Maintenance Sta., construction of chain link fence, bid item cost, $3,831.

Another project consists of constructing a cable-chain link median barrier about four miles in length, in Los Angeles, between Laurel Canyon Blvd. and Sepulveda Blvd. The award was made to Alcorn Fence Co., 3340 San Fernando Rd., Los Angeles, for the bid item cost of $75,752.

FOR SALE . . . Used machinery for mfg. SNOW FENCE. Machine makes standard 4' snow fence to highway specifications with 5 double strands of wire. Write Box 283, Honesdale, Pa.

Koppers names assistant veepee

THE WOOD PRESERVING DIVISION of the Koppers Co., Inc., Pittsburgh 19, Pa., has appointed Robert H. Devine as assistant vice president. He will also retain his present title of assistant to the Division general manager, Douglas Grymes, Jr., who is also the firm's vice president.

Corrosion Protection for metals

A RUST INHIBITOR compound is being marketed by Brad Chemical, Inc., 111 W. Washington St., Chicago 2, Ill. It gives corrosion protection to new metals, fabricated parts, machinery and tools, and other forms of iron and steel; it is said to be low in viscosity, non-settling, non-freezing.

New building for Aluminum Supply Co.

AN AFFILIATE of Reynolds Metals Co., Reynolds Aluminum Supply Co., 756 W. Peachtree St. N. W., Atlanta, Ga., announces that it is building a new 38,000 square foot aluminum-clad plant in Jacksonville, Fla. The 400-foot long, two-bay building is going up on a five-acre tract facing the Florida Interstate expressway.

Two government bulletins

A MONOGRAPH ON "Calibration of Line Standards of Length and Measuring Tapes at the National Bureau of Standards" is available from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C., for 15¢. This monograph is issued as a guide for anyone contemplating the submission of such items to the Bureau for standardization, and includes an outline of the calibration methods used at the Bureau. An appendix contains useful information on the use of steel tapes.

Another recent government bulletin, issued by the Federal Trade Commission, is concerned with "Guides for Advertising Allowances and Other Merchandising Payments and Services," as amended by the Robinson-Patman Act.

America's Only PulJak 3-WAY FENCE and GATE TOOL

• STRETCHES
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$22.50 LIST
Free Postage on prepaid orders
Chain link, barbed and tension wire gates and fences are positioned in taut clamping alignment. Reduces labor cost. Wt. 9 lbs.; Lifts, Pulls to 24" Money back guarantee.
Order your PULJAK today or write for new descriptive catalog sheet.
CUSTOM PRODUCTS CORP.
606 Lindley Street • Bridgeport, Conn.

Items—Short and Pertinent . . .

More News on Pages 3, 20, 22

Another Woolworth garden center

ANOTHER GARDEN CENTER which, among other things, sells reed fencing and patio covers, has been opened by the F. W. Woolworth Co., 1861 Watt Ave., Sacremento, Calif. This is the third in a planned statewide chain of such outlets.

Welded steel pipe bulletin

USES OF WELDED STEEL PIPE, among them pipe for fencing, are illustrated in a new 18-page bulletin of The National Supply Co., Two Gateway Center, Pittsburgh 22, Pa. Six pages of specification tables are included.

Cutting tool chart; wood adhesives

SIX NEW AND REVISED REPORTS recently were issued by the U. S. Forest Products Laboratory, Madison, Wis. Among them were "Feed Speed Relationships for Cutting Tools," which explains the use of a chart, included with the report, for computing the interrelationships between the number of cutting edges of the tool, its spread, and the feed per cutting edge or per minute; and a "Symposium on Adhesives for the Wood Industry," containing the proceedings of a symposium that was sponsored jointly by the Forest Products Laboratory and the Products & Research Committee of the National Lumber Manufacturers Association.

Fence post treatment reported effective

THE OKLAHOMA EXPERIMENT STATION began tests in 1950 and 1951 on fence posts from non durable native woods (willow, cottonwood, blackjack oak, post oak) treated with five percent "penta" preservative suspended in No. 2 fuel oil. As of December 1959, none of the treated posts showed signs of deterioration, while all of the untreated posts had failed. They were put into use at the same time.

Timber fire research not satisfactory

THE ANNUAL REPORT of the U.S. Department of Agriculture Forest Service, Lake States Forest Experiment Station, gives attention to the loss of timber through insects, disease, and fire. The station's director, M. B. Dickerman, points out that "station research activity in these fields began less than 10 years ago." He says that "the situation on fire research is less satisfactory than for either insects or disease; shortage of funds has brought work in this field to a virtual standstill. Yet, growing recreational use of forests, plus changing forest conditions and cutting practices, is bringing about new problems and increasing fire risks."

New name, new owner

MODERN FIBERGLASS PRODUCTS, INC., is the new name of the company formerly known as Sun-Glas Products, Inc. Sam Watson, former manager of the latter firm, is the purchaser and president of the new firm, which will specialize in the fabrication of fiberglass.

WANT TO MAKE MONEY?

IT'S BEAUTIFUL!

IT'S PRACTICAL!

IT'S STURDY!

PANEL-VENT FENCE

America's Beauty Fence! rustproofed metal in baked enamel colors!

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PUT YOURSELF IN THE PROFIT PICTURE!

Write today for details on obtaining an EXCLUSIVE DEALERSHIP or a MANUFACTURING FRANCHISE for PANEL-VENT FENCE! It'll pay you BIG DIVIDENDS!

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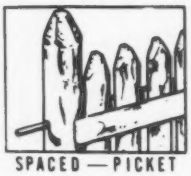
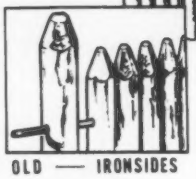

SPACED — PICKET


OLD — IRONSIDES

PARISIENNE — PICKET

PATENT
NO. 2,918,261
APPROVED DEC. 22, 1959
PENDING SINCE MAY 29, 1957

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Our Patented Method of Erection for Prefabricated Panels Has Proven itself By Continuously Saving 25% to 50% on Labor

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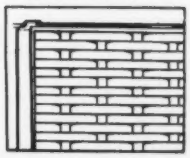
REDWOOD, BASKET WEAVE



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Manufactured by Jefferson ARE QUALITY FITTINGS!

Complete inventory of all fittings available for immediate delivery.

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Poultry Wire—Welded Wire—
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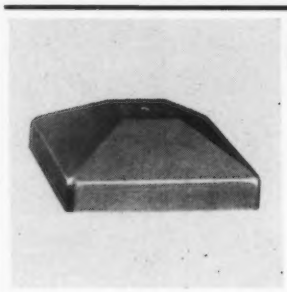
Beautiful SNOW WHITE BAKED ON ENAMEL TRELLISES and FLOWER BORDERS

IMMEDIATE DELIVERY **WRITE FOR DETAILS**



AMERICA'S FINEST GOLD ANODIZED POST CAPS

4 x 4
BOXES OF 100
13½c EA. F.O.B. DENVER
SHIPPING WT. 5 LBS.
QUANTITY PRICES ON REQUEST

LIFE-TIME FENCE CO.

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FINEST QUALITY GATES

$7.15 F.O.B. DENVER
10 OR MORE
WT. 23 LBS.

SPECIFICATIONS:
1⅜" O.D. FRAME
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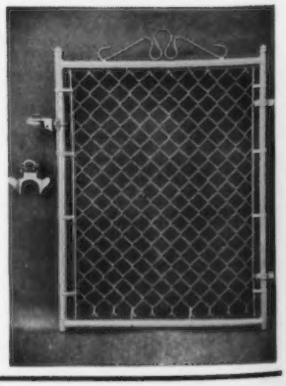
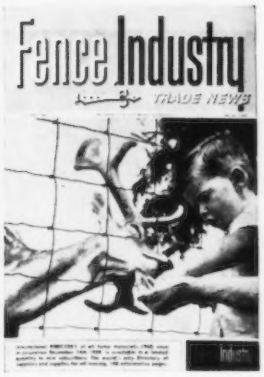
K-K FABRIC IF PREFERRED
LOCKABLE GRAVITY LATCH
HEAVY DUTY HINGES
100% STEEL
GALV. MATERIAL
ALSO REDWOOD GATES





Is your company represented?

Are your products listed?

Did you "miss the boat" last year?

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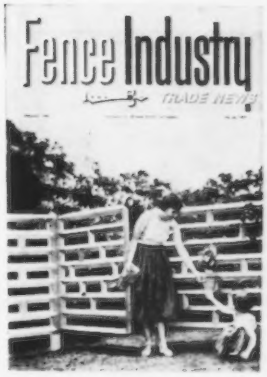

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The annual **DIRECTORY** is now being compiled. Have you planned your advertising—listings?

If you were left out of our Directory last year you suffered a loss.

WRITE US TODAY for a FREE LISTING FORM and advertising rates and other data.

Advertisers in the Fence Industry Directory get 10 FREE LISTINGS in bold type at specific headings including Trade Named listings describing your products.

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Directory Issue Contains:
12000 Listings (All types).
3500 Companies represented.
758 Products listed.

Products Index-Cross Index.
Suppliers Listings Section.
Products Classified Section.
Trade Names Listings Section.
Highway Departments;
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The FENCE INDUSTRY International DIRECTORY
Of All Fence Materials is an invaluable Buyers Guide containing information not to be found in any other single publication in the world today.

WRITE TODAY for a breakdown of the circulation and trade coverage of our Directory and magazine.

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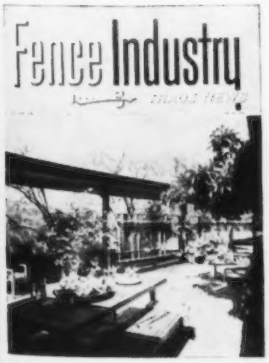

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Fence Industry
TRADE NEWS

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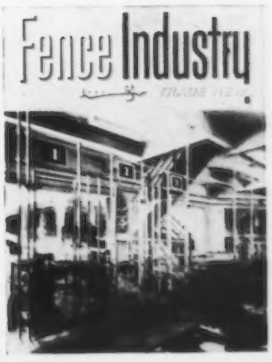
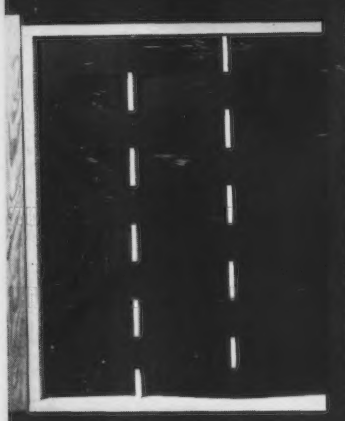
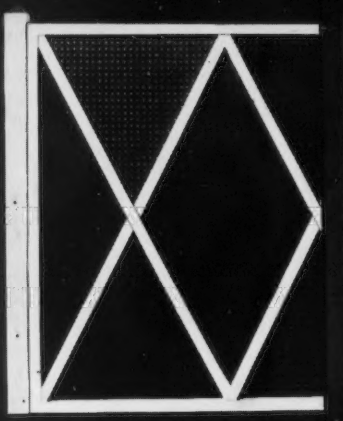




Horizontial Basketweave

Horizontal Shadow Board



Diamond Panel

Vertical Louver

Habitant

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Sell your customers the fence they want, in the style they want — and undersell "built-on-the-job" installations! Habitant gives you 12 popular rustic styles, 12 distinctive new dimensional styles and 8 new dimensional gates. Factory fabricated in rigid metal jigs to insure perfect fit, alignment and uniformity of the panels. Delivered assembled, ready for easy installation. Backed up by Habitant's reputation — for over 40 years America's most respected name in wood fence.

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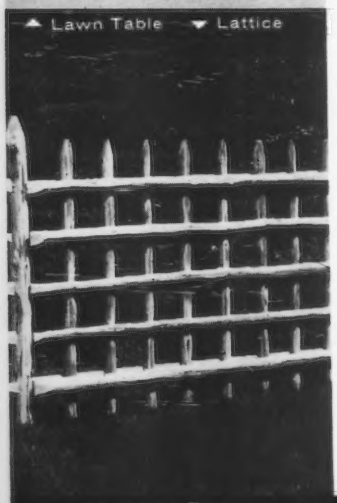
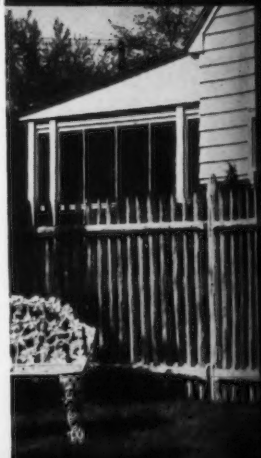
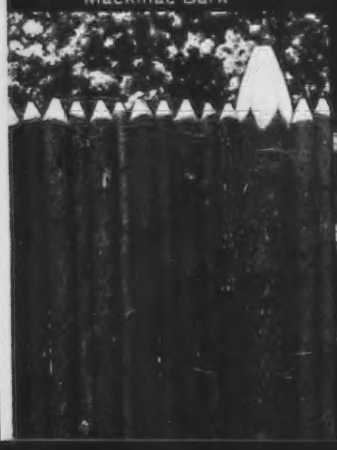
▲ Stockade ▼ Pic



▲ Lawn Table ▼ Lattice





Mackinac Bark

Post & Rail

Crown Top Gate

Vertical Mesh